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Montage, Inc.

# MONTAGE INC.

## Volume 2 – Technical / Management Information

**Compound Security Upgrade – Madrid, Spain**

**Solicitation #: SAQMMA-16-R0331**

**Original**

Submitted to:  
U.S. Department of State  
Attn: Blondell Taylor  
A/LM/AQM/FDCD/CON, 4<sup>th</sup> Floor  
1735 N. Lynn Street  
Arlington, VA 22209

Submitted by:  
Montage, Inc.  
3636 16<sup>th</sup> Street, NW #AG50  
Washington, DC 20010  
202-332-0186/202-232-2153

**Montage, Inc.**

September 8, 2016

US Department of State  
A/LM/AQM/FDCD/CON, 4<sup>th</sup> Floor  
1735 N Lynn Street, Arlington VA 22209  
Attn: Ms. Blondell Taylor

Subject: Prequalification –Compound Security Upgrade U.S. Embassy Madrid, Spain  
Solicitation #: SAQMMA-16-R0331

Dear Ms. Taylor:

Thank you for this opportunity. The enclosed proposal package from Montage Inc. concerns the above referenced solicitation. We understand the scope of work of this project includes installing new Forced Entry Ballistic Resistance (FE/BR) windows and doors throughout the chancery and CMR. There will also be a complete renovation of the consular CAP, FE/BR upgrades to two additional CAPs, and mantraps will be added to all three CAPs. A new Compound Emergency Sanctuary (CES) and a new Safe Area will be constructed. There will be perimeter security improvements throughout the 2.54 acre compound. We have reviewed the requirements in detail and believe our team is very well suited to perform this work.

Montage certifies that it possesses a Top Secret facility security clearance and Secret level safeguarding. The following corporate data is provided as part of this prequalification:

\*Cage Code: 04QC7

\*DUNS: 55-605-4641

Please do not hesitate to contact us if we may be of any assistance.

Sincerely,

  
Toshiko Fujimoto-Cu  
Program Manager

**Department of State 2016 Design-Build Contract for U.S. Embassy Madrid, Spain**  
**SAQMMA-16-R0331**

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**L.23.2.2.7.1 SUBFACTOR 1: Understanding Scope**

Provides a detailed narrative that Montage's understanding of the overall scope for the Project. Identifies all the major scope components of the Project, including the classified areas/components of the Project.

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Identifies all of the major components of the team for the project, and explains how their work will be integrated into the overall scope. Also provides an organizational chart showing the relationship between Montage, the design team, subcontractors, QC personnel, Safety personnel, and OBO.

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### L.28.2.2.8.3 SUBFACTOR 3 – Subcontractor Management Program

#### L.23.2.2.8.3.1 Subcontractor Matrix

Identified Subcontractors (including Suppliers) for the Project and Integration into the Contract	
Zust Bachmeier of Switzerland, Inc.  1349 Charwood Road  Hanover, MD 21076  Phone: +1 (410)-536-0007	International Warehousing and Shipping Services  For shipments from the US, Montage will work with ZUST International Logistics. This forwarding agent has previously been utilized by us in previous DOS Projects executed in Far East, Middle East, West Africa and Europe, and is familiar with the unique procedures on US flag shipments, secure/non-secure shipments, and regional logistical difficulties with their successful track record in projects undertaken together previously.
Norshield Security Products LLC  3232 Mobile Highway  Montgomery, AL 36108 (334) 551-0659  Key Contact: Steve Scoggin –Sales Manager	Norshield is a DOS approved FE/BR products supplier.  We have worked with this company in a number of projects in the past. Currently we have an ongoing project in South America where they are supplying us all the FE/BR scope.
Delta Scientific Corporation  40355 Delta Lane  Palmdale, CA 93551  (661) 575-1100  Key Contact: Keith Bobrosky – Sales Manager	This company is also a long-time supplier of Montage and we used their products for many security upgrade projects in the past. U.S. Federal Government, U.S. Navy, U.S. Air Force, local police departments, U.S. and foreign embassies, private companies and private residences are their major customers. In addition to manufacturing security equipment, their services include engineering design, security consulting and security related collision analysis.
Page Southerland Page  1615 M Street, NW Suite 700 Washington, DC 20036  (202) 909-4903  Key Contact: Anthony Alafriz – Principal/Senior Technical Designer	This A/E company was founded in 1898 and has over 400 architects, engineers, interior designers, strategic analysts; planners and technical specialists provide services throughout the United States and in over 50 countries. They have a diverse, international portfolio which includes projects in the civic/government, housing/hospitality, corporate/commercial, academic, healthcare, and science/technology sectors.  For this project in Madrid, we are teaming with Page Southerland Page for the design scope. We have worked with them on many projects in the past and were thoroughly satisfied with their performance. Additional details can be found in following sections.

<p>Mahorsa Concrete S.L.</p> <p>C/ORENSE, 81 2 28020 MADRID</p> <p>Tel: (+34) 91 571 65 11</p> <p><a href="mailto:centralmahorsa@mahorsa.com">centralmahorsa@mahorsa.com</a></p>	<p>Concrete, cement and aggregates supplier:</p> <p>This is a local reliable concrete supplier with a batch plant near to central Madrid. We have worked with this company before and propose them as our ready-mix concrete supplier.</p>
<p>Acerinox Europe S.A.U.</p> <p>C/ Santiago de Compostela nº 100. 28035 Madrid</p> <p>(+34) 91 398 51 00 / 91 398 51 02</p> <p><a href="http://www.acerinox.com">www.acerinox.com</a></p>	<p>This company will be our supplier for all steel products and rebar for reinforced concrete. It is a large company with facilities and offices in Madrid.</p>
<p>Ksetas S.L.</p> <p>P.I. Arboledas</p> <p>Avda. del Drago, 11</p> <p>ES 45200 Illescas, Toledo</p> <p><a href="mailto:apulido@ksetas.com">apulido@ksetas.com</a></p> <p>Tel : (+34) 925 540 991</p>	<p>This is our company to supply the temporary office, storage and site toilet for our project. They have modular design which allows easily expandable office spaces.</p>
<p>AES International Corporation</p> <p>Key Contact: Mark D. Trimble</p> <p>285 Newbury St. Peabody, MA 01960 USA</p> <p>(978) 535-7310</p>	<p>This is a TSS supplier and installer company which we have worked in our previous projects. They will be providing all material equipment, labor and support for functioning TSS systems per the design.</p>
<p>Grualsa</p> <p>C/ Gamonal, 19 2 Planta Nave A1</p> <p>28031 Madrid</p> <p>Tel: (+34) 91 380 00 85</p>	<p>This is another large company based in Madrid, which provide lifting equipment, cranes, scaffolding. We will integrate their services to the project scope as required.</p>
<p>Garrigues Asociados</p> <p>C/Don Quijote (La Nave) 28020 Madrid</p> <p>Phone: 915534285/Fax: 91546803</p> <p><a href="http://www.garriguesasociados.com">www.garriguesasociados.com</a></p>	<p>This company will handle the design adaptation and will be obtaining local permits.</p>

### L.28.2.2.8.3.3 Subcontractor Management Program

Montage's proposed subcontractors will report to the Project Manager during the contract term. The Project Manager will be responsible for ensuring complete flow-down of the prime contract to the subcontracts executed after contract award. Montage is responsible for ensuring that all schedule,